

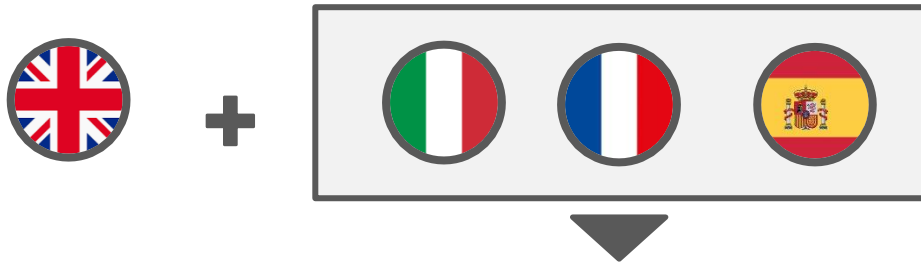
WEBINAR

The new billentis report, watch the tornado! A talk on the future of e-Invoicing



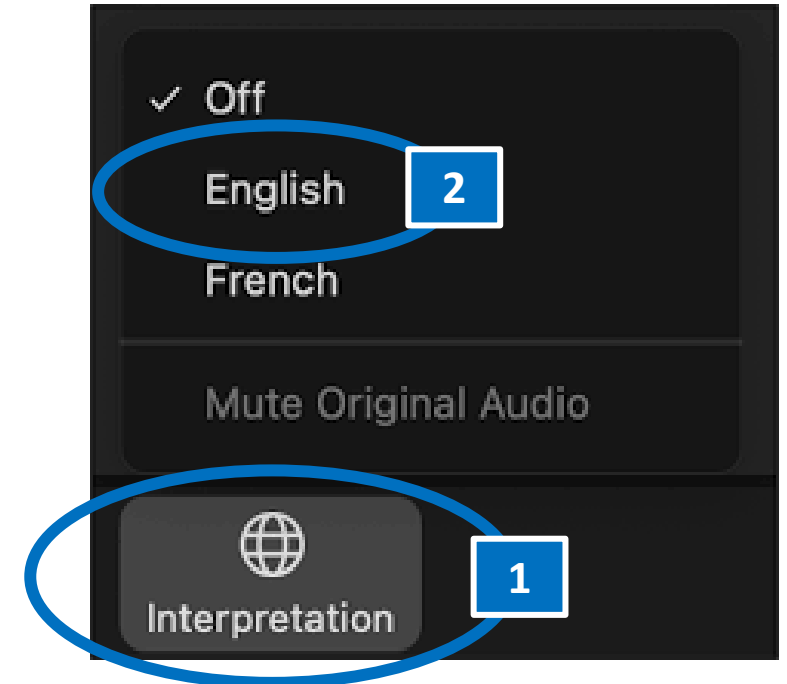
Il webinar sta per iniziare. / The webinar is about to start.

È possibile ascoltare il webinar in diverse lingue. / The webinar is available in multiple languages.



Per cambiare la lingua di ascolto: / To change the listening language:

1. Cliccare il bottone «interpretariato» nella barra / Click on «Interpretation» button in the bar
2. Scegliere una lingua / Choose language





DT

DIGITAL
TECHNOLOGIES

WEBINAR

Certificazione



Corporation

The new billentis report, watch the tornado!

A talk on the future of e-Invoicing with Marcus Laube and Enrico Liverani.



Enrico Liverani

Key Account & Consulting Director



Marcus Laube

CEO billentis

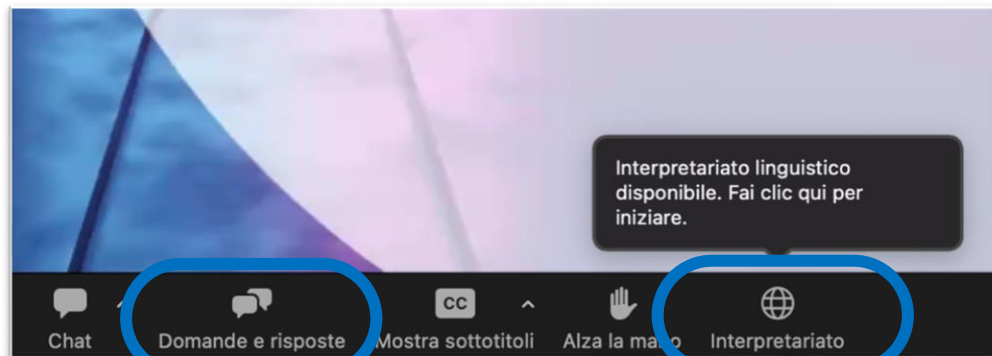
billentis⁺

WEBINAR

what you need to know

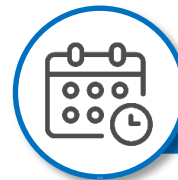


BEFORE THE WEBINAR



ASK HERE

CHOOSE LANGUAGE



AFTER THE WEBINAR

DOWNLOAD SLIDES & VIDEO

BOOK A CALL

thank you for participating in the Digital Technologies Webinar "Global E-invoicing: what's new?" in which we illustrate the obligations and the latest news regarding and compliance.

Would you like to privately discuss with our address the aspects that are most important book a 30-minute slot now through the [this link](#).

Book your slot!

Download the material



Good morning,

Thank you for participating in the Digital Technologies Webinar "Global E-invoicing: what's new?". We hope you found the topics interesting and useful for your business. You can find all the illustrated material and the recording of the entire webinar at [this link](#), so you can review it whenever you prefer.



AGENDA

what will we discuss?

1

Digital Technologies

About the company

2

billentis

About the company

3

billentis report 2024

the future of e-Invoicing

4

the future of e-Invoicing

A talk with Enrico and Marcus

5

Q&A

Certificazione



Corporation

DIGITAL TECHNOLOGIES SOCIETÀ BENEFIT

about us



OUR CORE.

AI for
FINANCE

Tools and applications to increase speed, profitability, and productivity of both internal and external business processes.

Global
E-INVOICING

Tools and applications for the electronic exchange of documents, ensuring compliance with international standards.



INNOVATION HUB

A hub of innovation that brings together centers of expertise and excellence, specialized in automation technologies and processes.

Supply Chain
FINANCE

DIGPAY solution to increase financial efficiency by improving liquidity and cash flow.

Esg
COMPLIANCE

Tools and strategies designed to ensure compliance with ESG criteria and to improve their performance in these areas.

GLOBAL E-INVOICING RADAR

eReporting Compliance

Welcome to our comprehensive **compliance monitor**: here, you can explore **eInvoicing and eReporting regulations** from around the globe.

Click on any country on the map below to delve into detailed information. Stay informed with our constantly updated insights, ensuring compliance wherever your business operates. Start your journey towards regulatory clarity now!

MAP UPDATE IN PROGRESS



digtechs.com/global-e-invoicing-radar/

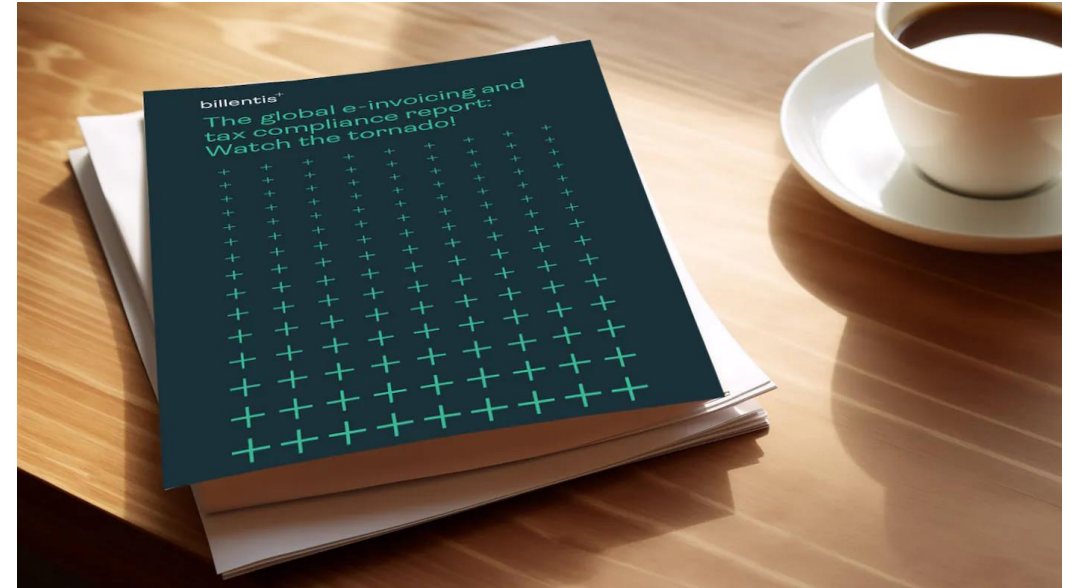
billentis⁺

E-invoicing & Tax compliance:

Market analysis and –reports + M&A consulting + Strategic consulting

+ billentis in brief

- + Highly specialized consulting company for e-invoicing, tax compliance and Integrated Digital Trade (Purchase-to-Pay, Order-to-Cash)
- + Founded in Switzerland June 1999
- + Shared our extensive expertise with over 200 solution providers, governments and invoice issuers and recipients from more than 50 countries
- + Services include strategy consulting for service providers, consulting on e-invoicing models for governments, vendor selection for businesses and market reports
- + Marcus Laube and Bruno Koch with globally unique expertise of more than 50 years combined experience



Provided by DT or download at www.billentis.com

Copyright notice

billentis has a policy of encouraging free re-use of its data, both for non-commercial and commercial purposes. All statistical data, information and diagrams, with the exceptions listed below, can be reused without any payment or written licence provided that:

- + **the source is indicated as billentis;**
- + when re-use involves modifications to the data or text, this must be stated clearly to the end user of the information.

Exceptions:

- + The permission granted above does not extend to any material whose copyright is identified as belonging to a third-party, such as photos or illustrations from copyright holders other than billentis. In these circumstances, authorisation must be obtained from the relevant copyright holder(s).
- + Logos and trademarks are excluded from the above mentioned general permission, except if they are redistributed as an integral part of a billentis publication and if the publication is redistributed unchanged.
- + When reuse involves translations of publications or modifications to the data or text, this must be stated clearly to the end user of the information. A disclaimer regarding the non-responsibility of billentis shall be included.

billentis⁺

The new billentis report,
watch the tornado!

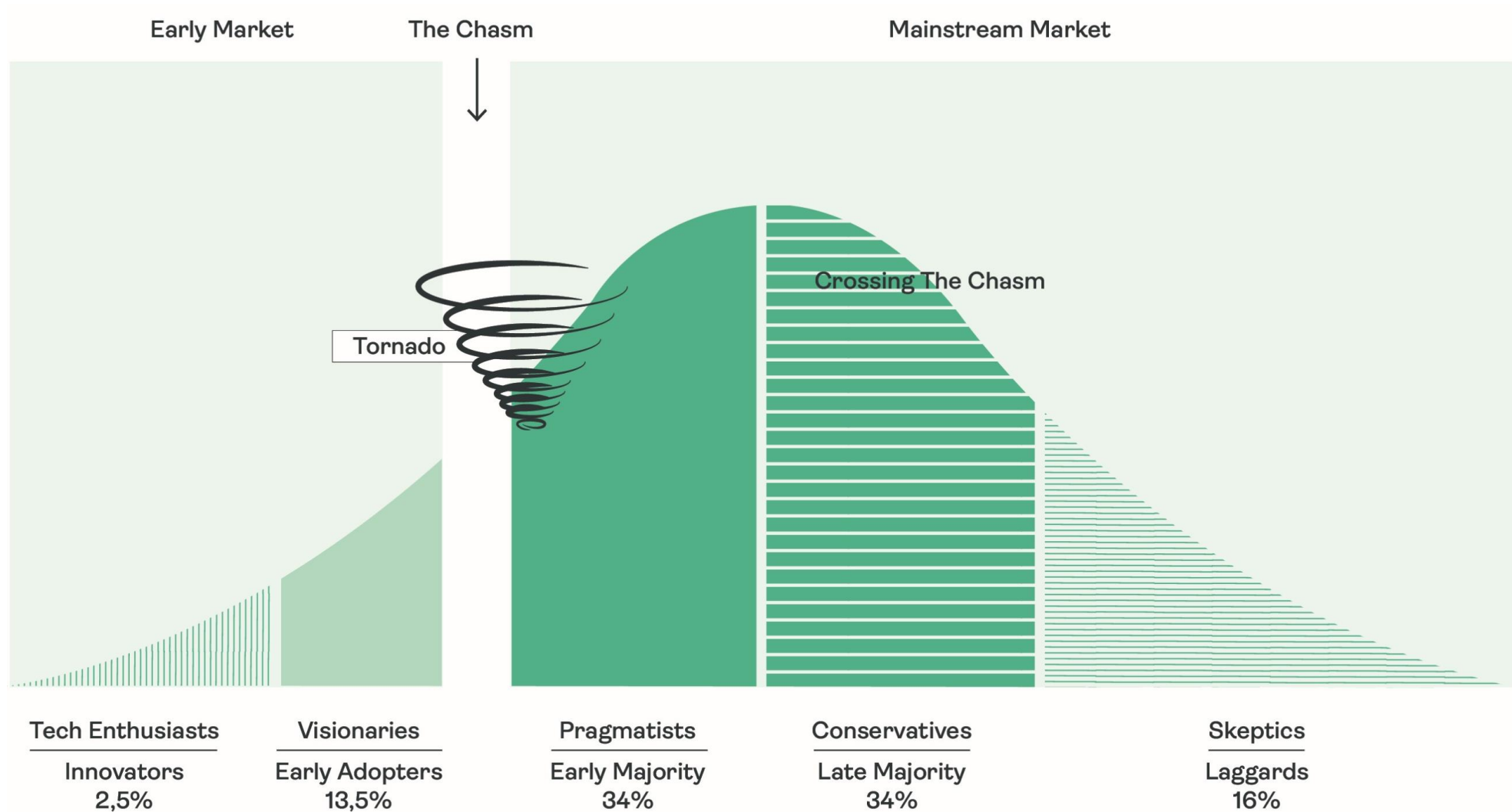
A talk on the Future of E-Invoicing

June 18th, 2024 | 11.00 am

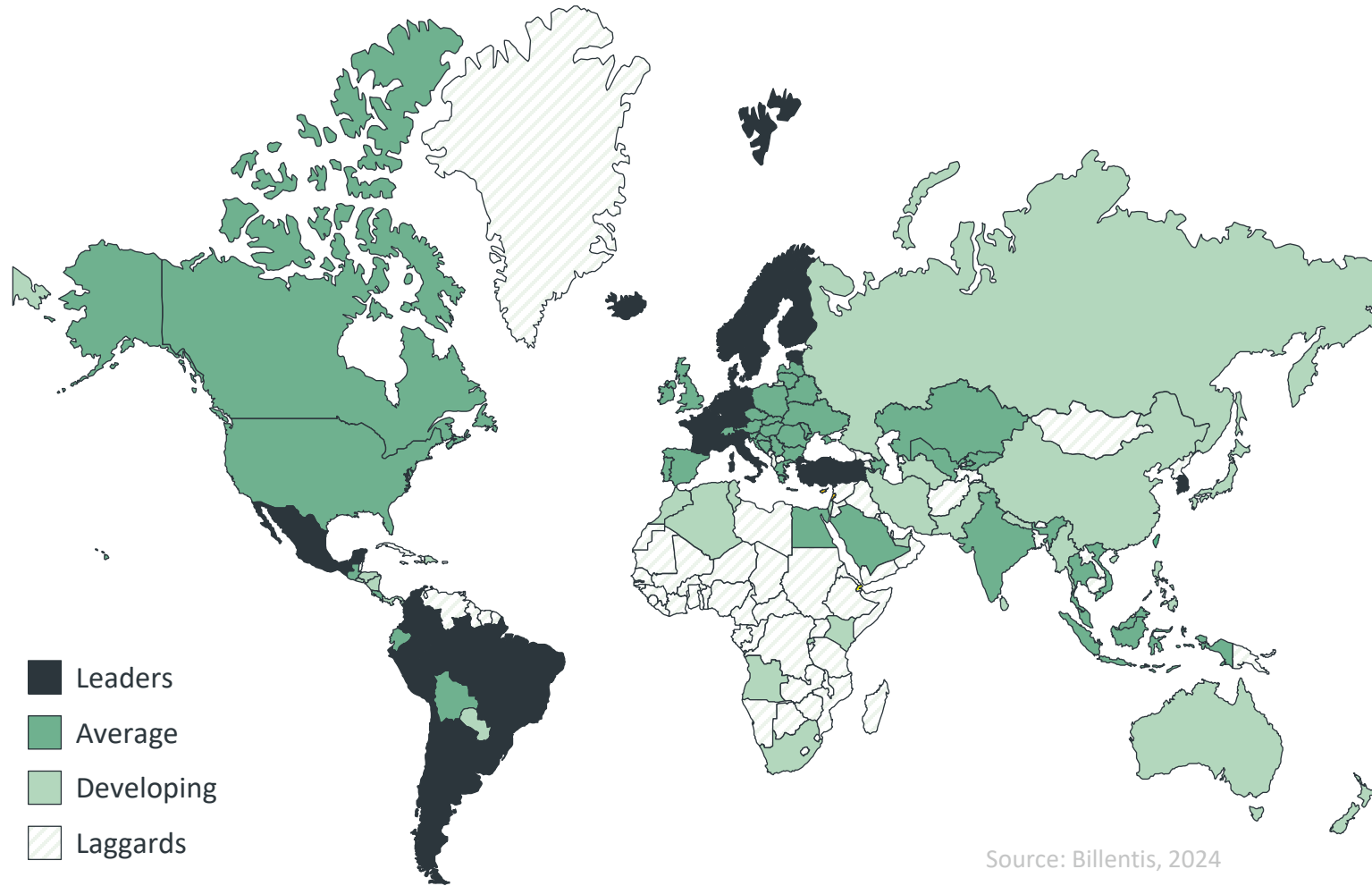
E-invoicing & Tax compliance:

Market analysis and –reports + M&A consulting + Strategic consulting

+ Watch the tornado!



+ E-invoicing prediction 2024



Source: Billentis, 2024



- + Includes B2B, B2G, G2B, B2C and G2C
- + Total volume **560 billion** invoices
- + 50% B2B, 50% B2C
- + Global share paperless invoices **~16%**



+ 125 billion e-invoices in 2024

Expected global volume of e-invoices and personalized e-receipts in 2024: 125 billion

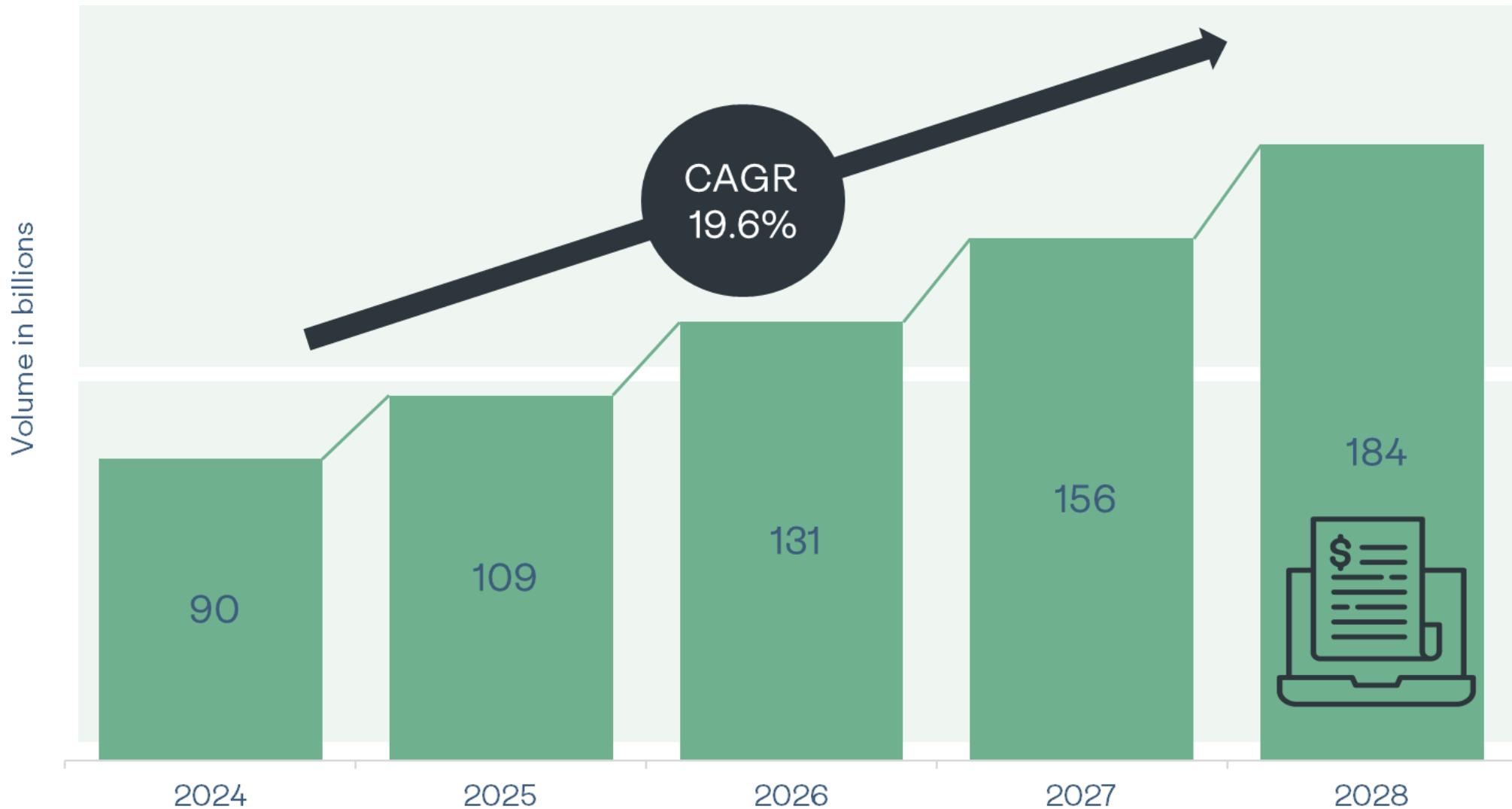
Strongly rounded figures

Recipient segment	Europe	LATAM	North America	APAC	Rest of World
 Consumer	8 (38%) <i>of 21</i> →	17 (48%) <i>of 35</i> →	7 (41%) <i>of 17</i> →	33 (17%) <i>of 190</i> ↗	1 (7%) <i>of 14</i> →
 Business & Government	11 (52%) <i>of 21</i> →	18 (51%) <i>of 35</i> →	9 (53%) <i>of 17</i> →	20 (11%) <i>of 190</i> ↗	1 (7%) <i>of 14</i> →

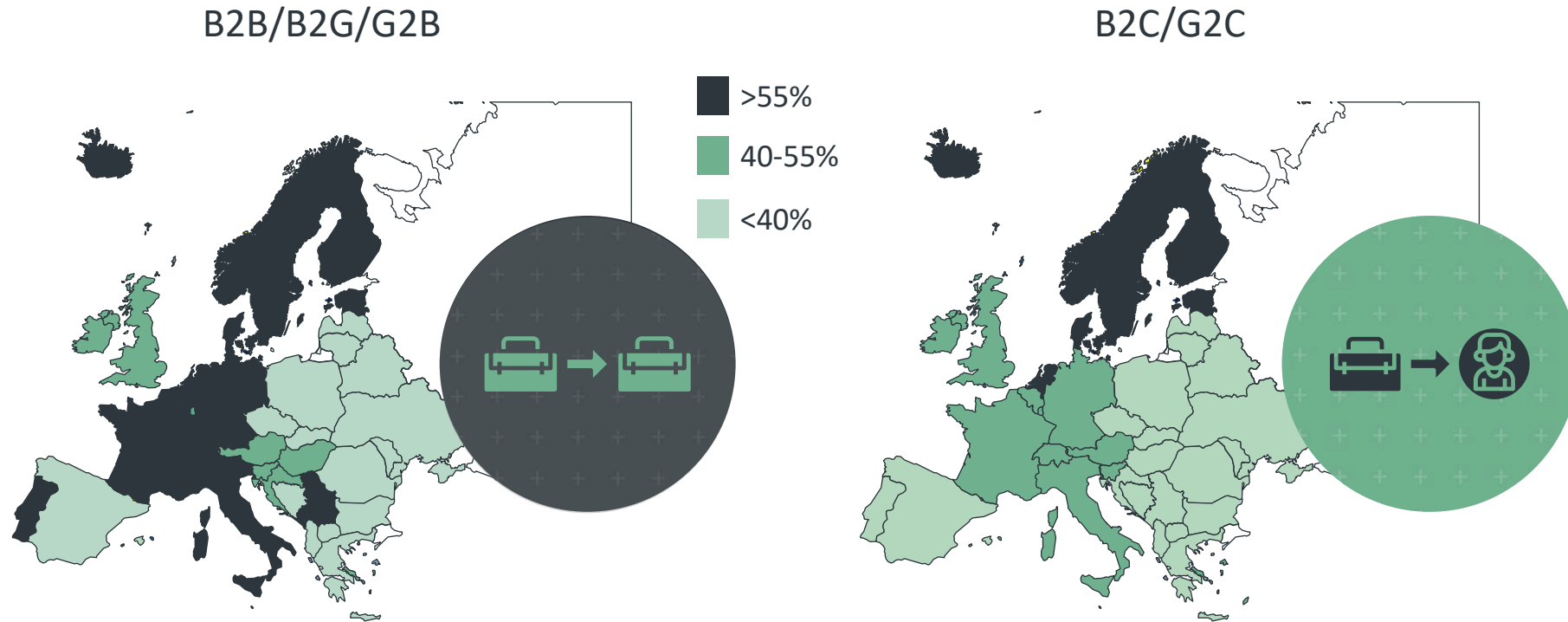
Estimated electronic volume in billion (proportion in %)
of total invoice volume in billion

Relative growth rates ↗

+ Global e-invoice volume growth B2B/B2G/G2B/B2C/G2C



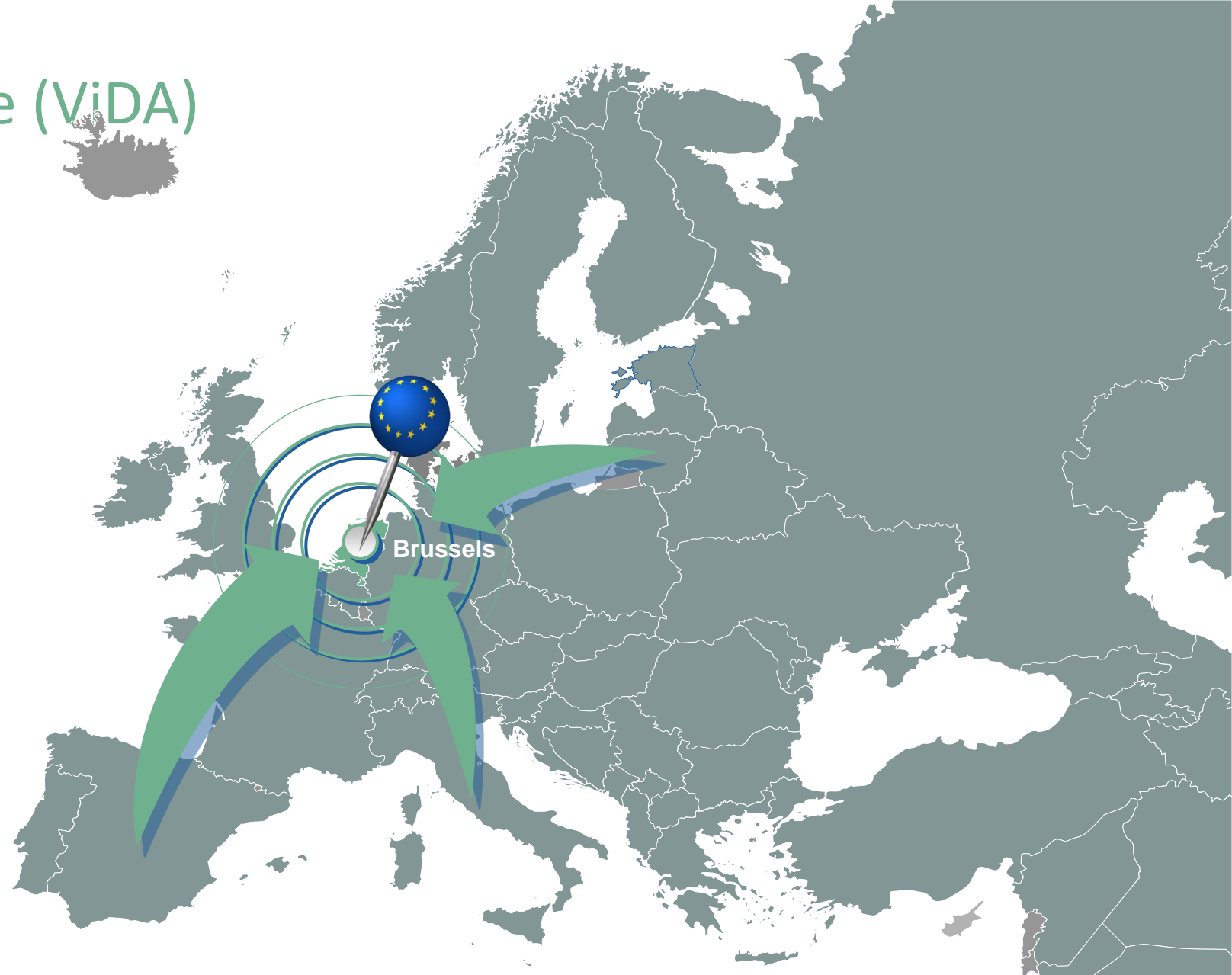
+ E-invoice penetration in Europe



- + Total volume ~**42 billion** invoices
- + Share paperless invoices ~ **45%**
- + Share structure e-invoices ~ **35%**

+ VAT in the Digital Age (ViDA)

- + 8th of December 2022 in the VAT Directive 2006/112/EC, the European Commission (EC) announced the adoption of VAT in the Digital Age
- + Mandatory intra-community electronic invoicing by 2028
- + Mandatory B2B intra-community digital reporting requirement
- + Access to central platform only via national platforms



+ Multinational business view

Today's patchwork as a result of gradually satisfying trading partners and tax authorities requirements without a holistic and long-term strategy



- + Inbound invoices: 3-20 service providers
- + Outbound invoices and tax reporting: 20-160+ service providers and portals
- + Number increasing by 2-6 per annum
- + Increasing number of mandatory countries and requirements
- + Change management: 1.000+ new legal requirements per annum
- + Multinational companies are more likely to reduce the number of service providers in the future

+ Challenges for multinational businesses

+ Operation

- Harmonise processes, messages and systems for entire international environment
- Support maximum international business & tax requirements with short-term deadlines
- Change management, change from a reactive into a proactive modus

+ Compliance

- Feel lost, not familiar with requirements and future development
- Awareness still insufficient, no holistic concept, reactive
- Need confidence / advise and internal increased awareness regarding tax compliance

+ Solutions and Service

- Need holistic solutions regarding tax compliance that can interact with ERP, e-invoicing, e-procurement and the external world
- Many coordinate activities in the headquarters, but give finally degree of freedom to local decision makers to choose the solution -> HQs allow to some extend process silos

+ AI doesn't solve it all, but...



Current applications:

- + **Automated Data Capture and Entry:** AI algorithms are capable of extracting data from various invoice formats automatically
- + **Fraud Detection:** This includes detecting duplicate invoices, irregular transactions, and other suspicious activities
- + **Predictive Analytics:** By analysing historical invoicing data, AI can provide predicte cash flow issues or identify opportunities for early payment discounts.

Future applications:

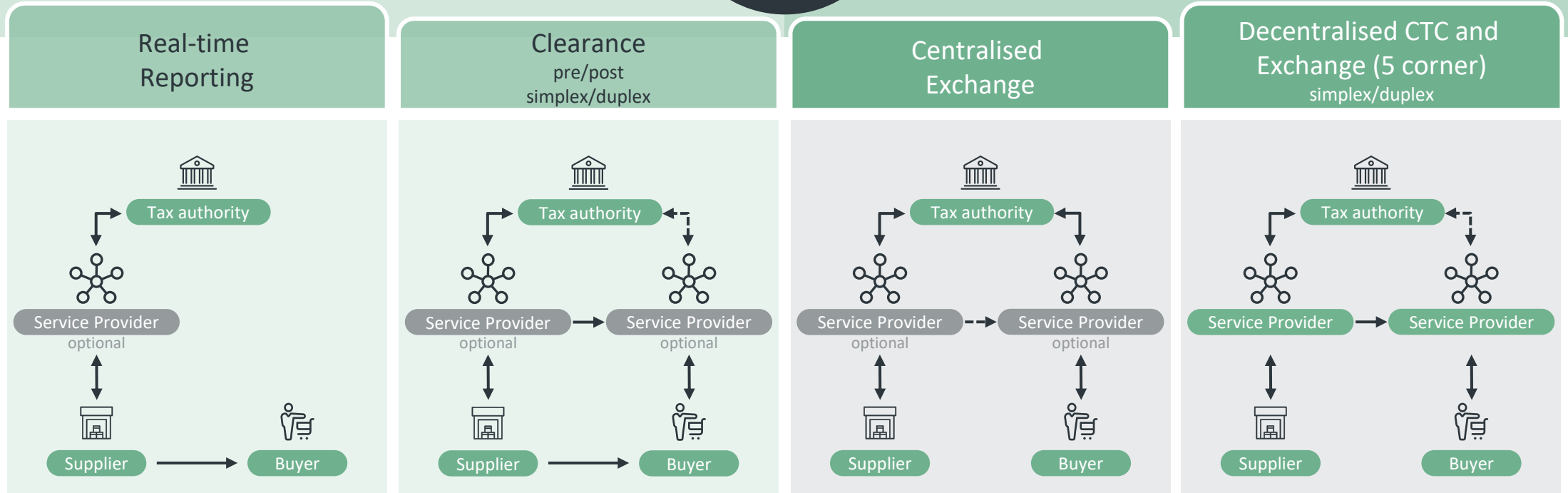
- + **Smart Contracts Integration:** Integrating AI with blockchain technology and smart contracts could automate the entire invoicing and payment process
- + **Dynamic Pricing Models:** AI could enable dynamic pricing strategies based on demand, availability and other factors.
- + **Autonomous Dispute Resolution:** By analyzing contract terms, service delivery proofs, and communication
- + **Predictive Supplier and Customer Management:** Such as risk of late payment or likelihood of order cancellation,

+ Growth of 4/5 corner models asking for interoperability



NON REGULATED

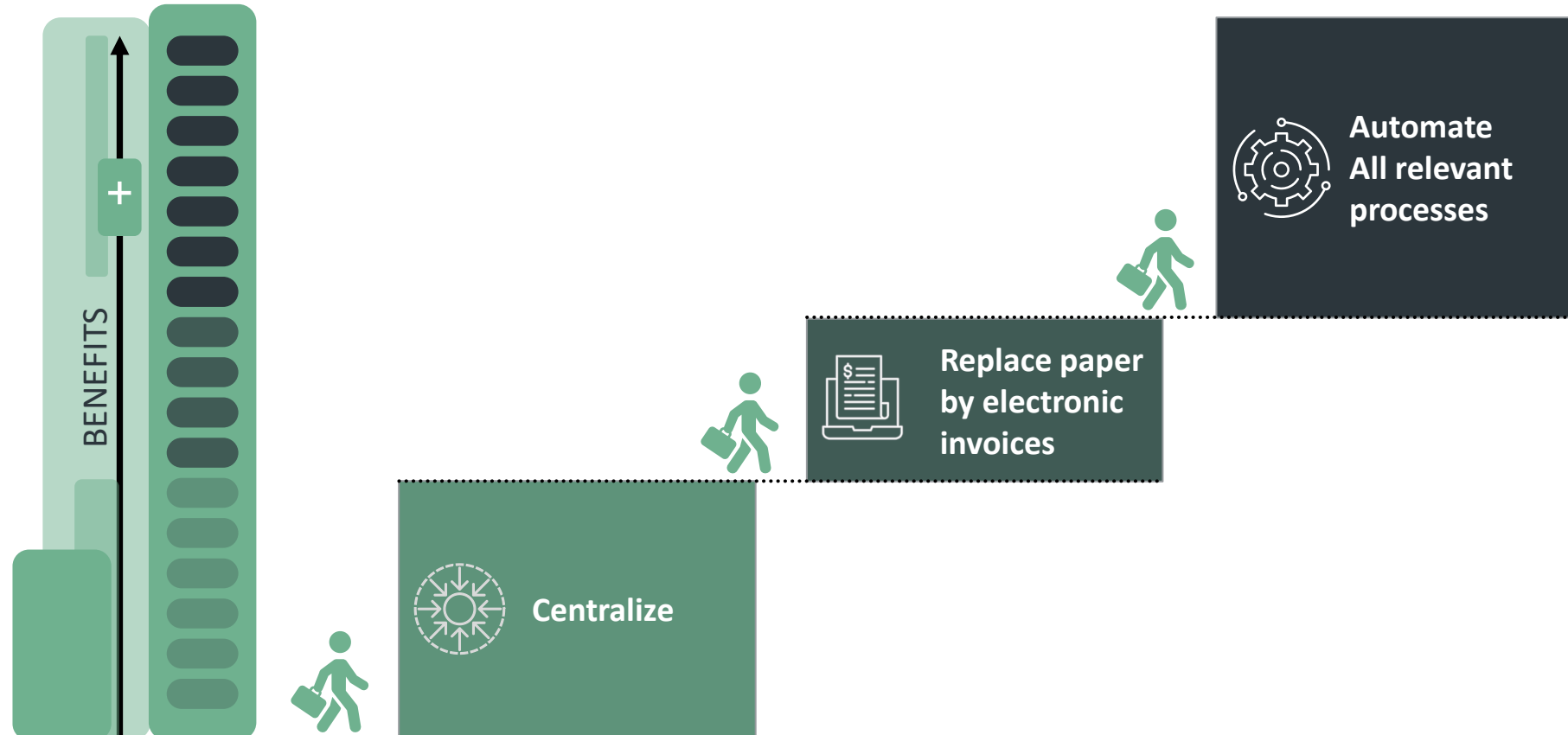
REGULATED



———— Standard flow

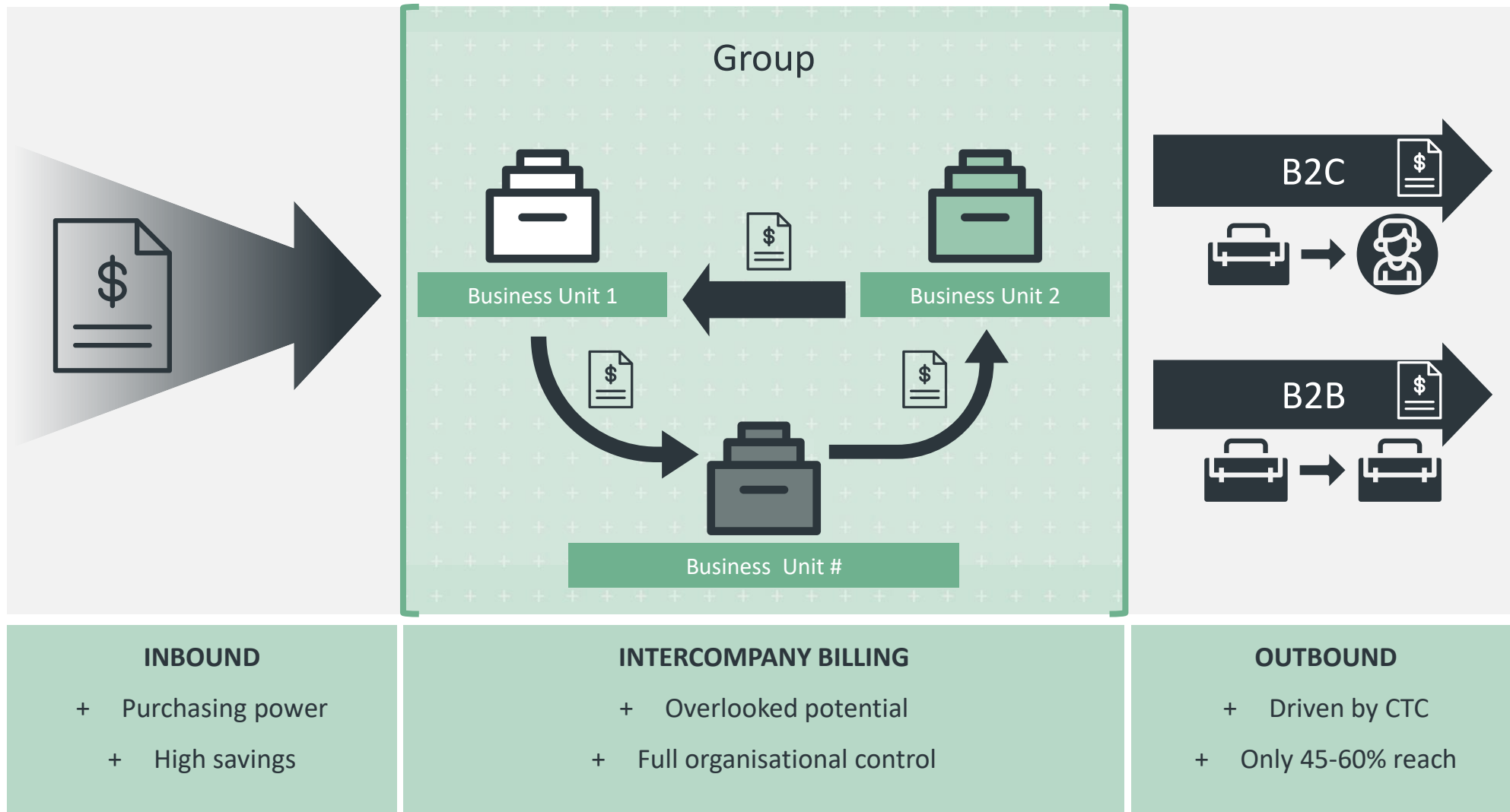
----- Optional flow

+ Scenario for gradual internal implementation

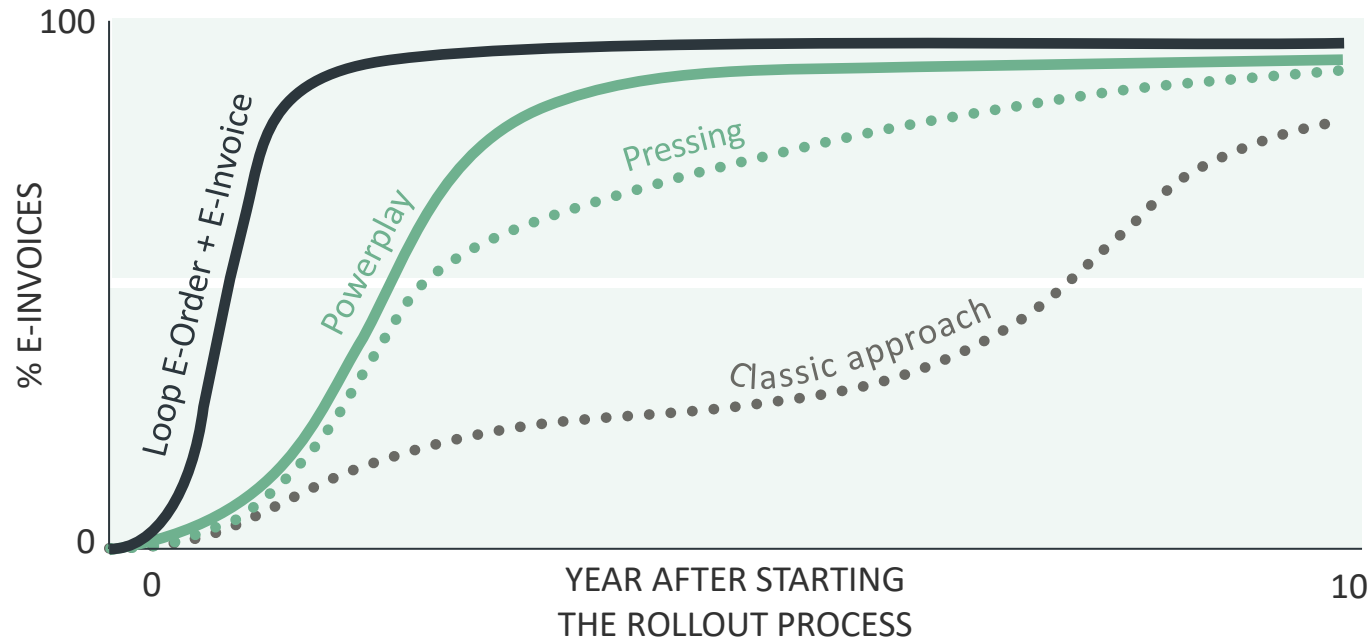


OPTIMISATION STEPS IN LARGE ORGANISATION

+ Prioritizing digital transition of invoice streams



+ Success rate dependent on practiced on-boarding methods

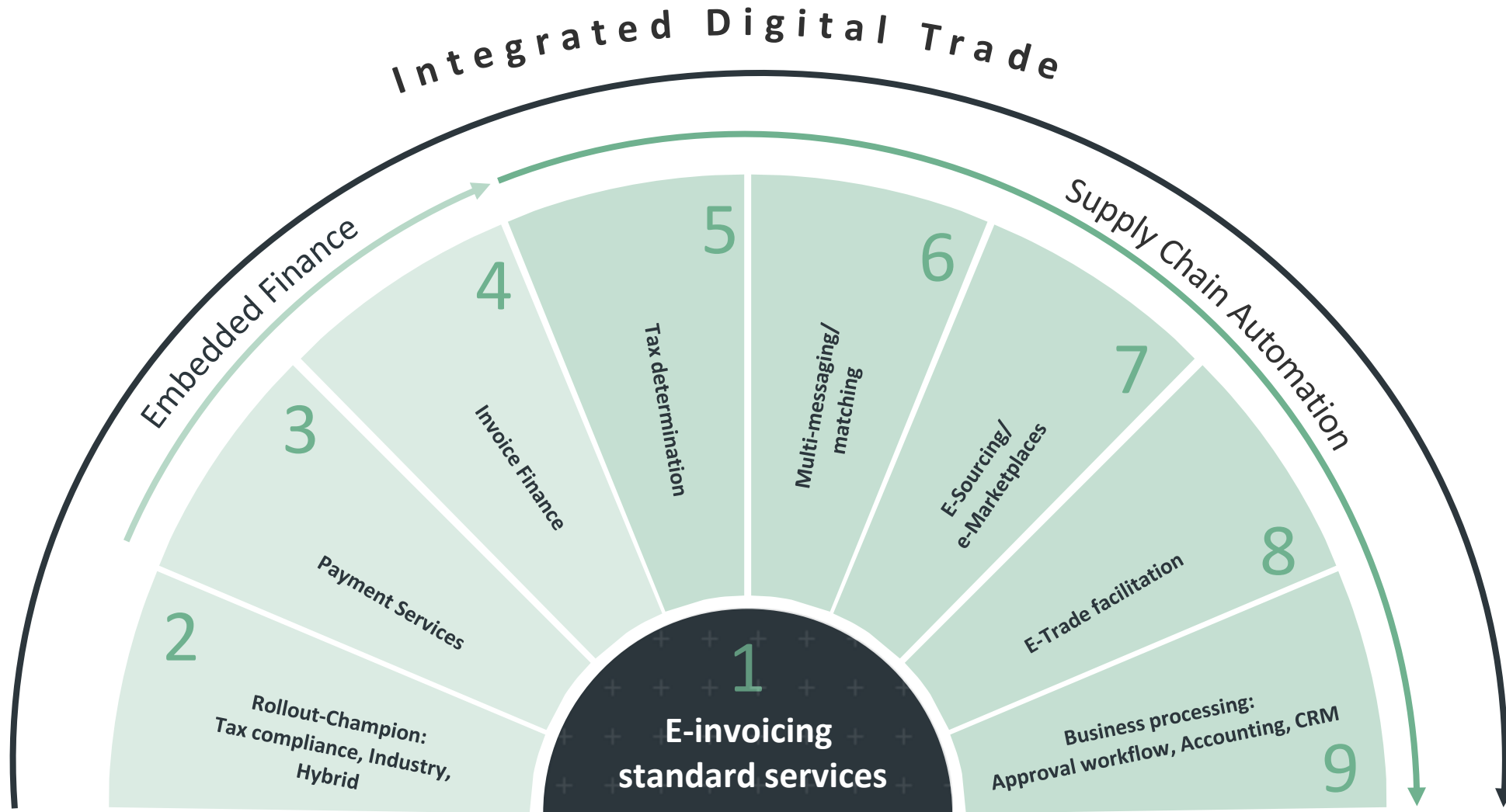


- + **Classic approach:** Persuade business partners individually. Focus on large partners.
- + **Pressing:** Proactive and strategic marketing efforts, redefine contractual terms, ease of onboarding
- + **Powerplay:** Impose penalties for paper invoices, range between 5 and 25 € for businesses.
- + **Loop e-order:** Orders exclusively provided electronically. Convergence likely as 40% of invoices derive from PO.

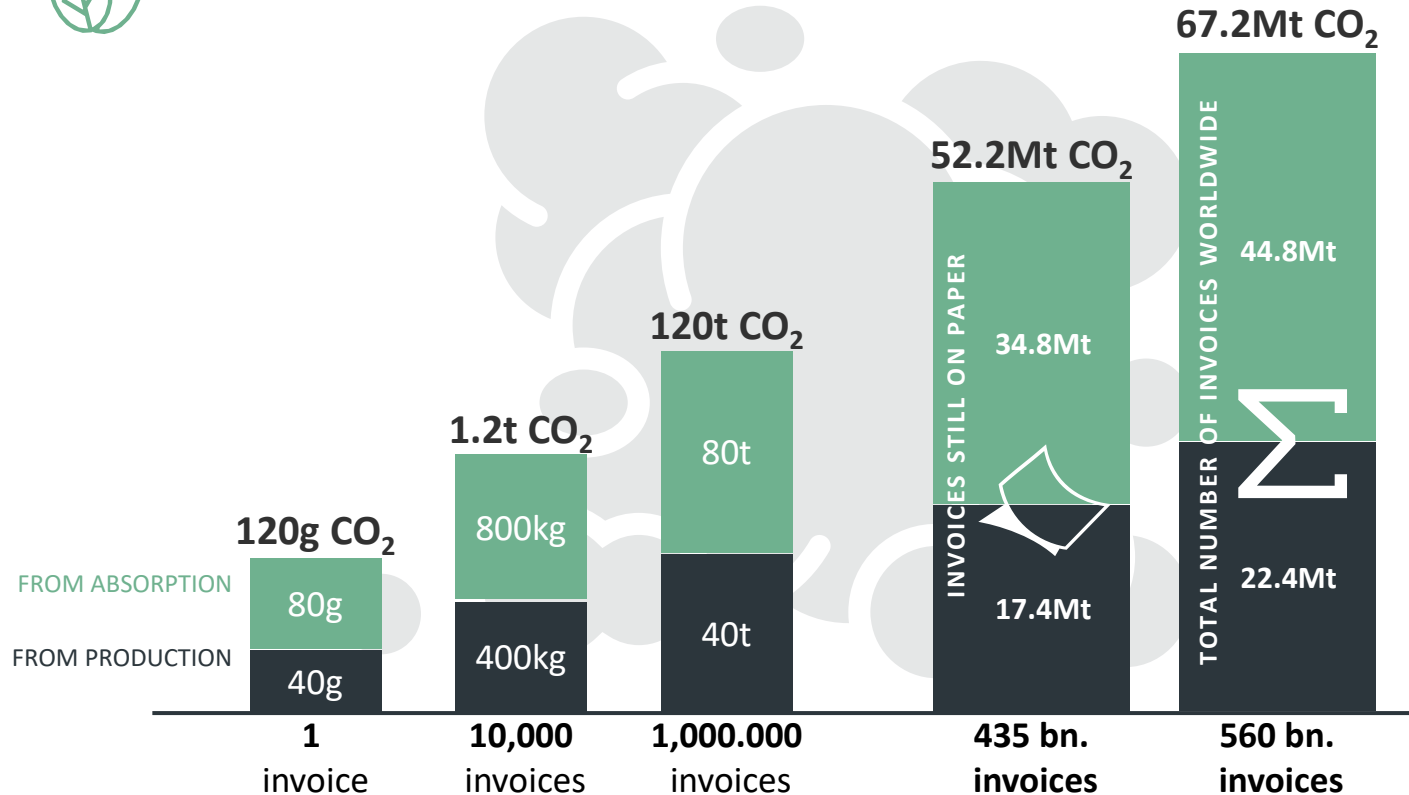


**START
E-INVOICING
NOW**

+ Moving from e-invoicing to Integrated Digital Trade



+ ESG – Beyond CO2 savings



- + Financial benefits from early payments (5-7 days earlier)
- + Society benefits from increased tax revenue
- + Improved internal controls and accountability reduces fraudulent activities
- + EU's Corporate Sustainability Reporting Directive (CSRD) requires ~50,000 companies to report from January 2024
- + Reporting on scope 3 emissions, which necessitates integrating supplier data
- + Incorporation into the European standard for e-invoicing?





DT

DIGITAL
TECHNOLOGIES

digtechs.com | info@digtechs.com